R J Reynolds Tobacco Company

P. O. BOX 2955
Winston-Salem, North Carolina 27102

The solution to smoking issues can be found in accommodation. Together, we can work it out.

1210 05A 1538906898
1210 227040
GLIKIN BROS
2 JOSEPH ST
NEWARK, NJ 07105-4710

CHECK NUMBER: 5A 1538906898
CHECK DATE: 02-03-98

6

INVOICE NUMBER	GROSS	NET AMOUNT	INVOICE NUMBER	GROSS	NET AMOUNT
02/02/98	28.00	28.00			

DIVISION 1210 ACCOUNT #227040

TEMPORARY PAYMENTS - (1 ITEMS)

'98 VAP PK & SHP 28.00

****

30 JAN DOR $1 OFF 2PKS (WOLFE)

R J REYNOLDS TOBACCO COMPANY PAYMENT NET CHECK AMOUNT 28.00

RJRT Form APC1 - Rev. 8/96

DETACH THIS STUB BEFORE DEPOSITING CHECK

THIS MULTI-TONE AREA OF THE DOCUMENT CHANGES COLOR GRADUALLY AND EVENLY FROM DARK TO LIGHT WITH DARKER AREAS BOTH TOP AND BOTTOM.

R J Reynolds Tobacco Company

P. O. BOX 2955
Winston-Salem, North Carolina 27102

WACHOVIA BANK OF NORTH CAROLINA, N.A.
ASHEVILLE, NORTH CAROLINA
65-39/531

5A 1538906898

CHECK NO.

DATE 02-03-98

PAY ONLY $28.00

PAY TWENTY-EIGHT DOLLARS AND 00 CENTS

TO THE ORDER OF
1210 227040
GLIKIN BROS
2 JOSEPH ST
NEWARK, NJ 07105-4710

AUTHORIZED SIGNATURE

51849 2431

⑈1538906898⑈ ⑆053100355⑆010459 038032⑈

Source: https://www.industrydocuments.ucsf.edu/docs/njfy0000

WORK PLAN VOUCHER REQUEST
1998

Division: 1240 Date: 1/29/98

RJR Personnel Lanny Wolfe Signature: L. E. Wolfe

Jobber Name: Colkin Bros Signature: Jeff E Mildrow

Account #: 227040 Check Mailed To: [ ] Jobber [✓] Division Office

(No Chain I.D. # Accepted)

Update Activity to account #: _____

* * * * D P C * * * *

Promotion:	Rate		Units		Paymen	Qty	Comments
CAM NY .20DPC VP	0.20	X		=			Camel 4 Carton DPC Displays
DOR NY .25DPC VP	0.25	X		=			Doral 4 Carton DPC Displays
SAL NY .20DPC VP	0.20	X		=			Salem 4 Carton DPC Displays
WIN NY .20DPC VP	0.20	X		=			Winston 4 Carton DPC Displays
CAM .20VPR (2 CTN)	0.20	X		=			Camel 2 Carton DPC Displays
DOR .25VPR (2 CTN)	0.25	X		=			Doral 2 Carton DPC Displays
SAL .20VPR (2 CTN)	0.20	X		=			Salem 2 Carton DPC Displays
SAL .30 VPR (2 CTN)	**0.30**	X		=			**Salem 2 Carton DPC Displays**
WIN .20VPR (2 CTN)	0.20	X		=			Winston 2 Carton DPC Displays
97 DPC PAYMENT	#####	X		=			**DPC Display Assembly**
			TOTAL				

	Rate		Units		Paymen		Comments
	28.00	X		=		___	
	14.00	X		=		___	
	14.00	X		=		___	
	14.00	X		=		___	
March Winston B2G1F	14.00	X		=		___	March Winston B2G1F
Feb. Camel B2G1F	14.00	X		=		___	Feb. Camel B2G1F
Jan. Doral 1.00 off 2 pks	14.00	X	2	=	28.00	30	Jan. Doral 1.00 off 2 pks
Jan. Winston .70 off 2 pk	28.00	X		=		___	Jan. Winston .70 off 2 pks
SR Pre Book(Black line & Sticker)	28.00	X		=			Cartons for Black line & Sticker
			TOTAL				

* * * * Temporary Payment System * * * *

Promotion:	Rate		Units		Paymen	Comments
		X		=		
		X		=		
		X		=		
		X		=		
			TOTAL			

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FAX

R.J. Reynolds Tobacco Co.
400 Raritan Center Parkway Suite D
Edison, NJ 08837

Date: 12/30/97

Number of pages including cover sheet: **5**

To:	Glikin Bros
	Jeffry Michelson
Phone	973-344-0500
Fax Phone	**973-817-9325**
CC	Greg Brown Sean Cleerdin

From:	Lanny Wolfe
Phone	732-225-4774
Fax Phone	732-417-9076
Voice Mail	**1-800-757-8255** **Ext. 48795**

REMARKS:

	☐	Urgent	X	For your review	☐	Reply ASAP	☐ Please comment

There will be three promotions in January, 1998: Winston .70 off two pks and Doral $1.00 off two pks both in high volume accounts and Salem .30 off pk two ctn display for low volume accounts.

You will receive approximately **$2,012.00** (.13 per ctn Cat II and III on total RJR January volume) if you:

- Report each January promotion on disc accurately (see attached sheet).
- Pack and deliver each promotion to at least 80% of accounts on attached list within three weeks of delivery date.
- Return attached list with refusals to Lanny Wolfe within four weeks after delivery date.
- Insure Jan - June, 1998 RJR Share of Savings does not go below -2.0% from base.

Attached is the information you will need to work the January Doral $1 off 2 Packs promotion. Information for the other promotions will follow.
If you have any questions please let me know.

Thanks,
Lanny

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Source: https://www.industrydocuments.ucsf.edu/docs/njfy0000

R.J. Reynolds Tobacco Co.
January 1998 National Pack Promotion

Account: **Glikin Bros #227040**

Brand Promotion	**DORAL** $1 Off 2 Packs #800004 (4 Carton Display)
Display Packing	1 ctns Doral KSF LT 1 ctns Doral 100 LT 1 ctns Doral 100 FF 1 ctns Doral Menthol 100 LT

Disc Reporting

⇒ Following are standard RJR Promotion Descriptions. **It is important that these be entered correctly since RJR Wholesale Partners performance payments will be based on promotions reported.**

*NOTE: 'Reported Correctly' means that on the UIR (Unique Identifier Record) of the data file:

1. **Brand Descriptions** must be complete
2. **Promotion Indicator** must be 'Y' for all promotions
3. **Promotion Descriptions** must be provided in the Promotion Description Field (not the Brand Description Field) exactly as listed. **If the promotion description is not exact, including spaces, placements will not be reported for that promotion. After the promotion description is properly entered, you may add an optional description if you wish.**

Brand Description	*Indicator*	*Required Promotion Description*	*Optional Description*
DORAL KSF LT	**Y**	**DOR JAN $1/2 PKS**	
DORAL 100 LT	**Y**	**DOR JAN $1/2 PKS**	
DORAL 100 FF	**Y**	**DOR JAN $1/2 PKS**	
DORAL MENTHOL 100 LT	**Y**	**DOR JAN $1/2 PKS**	

Should you require technical assistance relative to the format required using these promotion/brand descriptions on your weekly tape/disc submissions, contact the partners Help Desk at (800) 230-9732.

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Source: https://www.industrydocuments.ucsf.edu/docs/njfy0000

DORAL

R.J. Reynolds Tobacco Co.
January 1998 National Pack Promotion

Account: **Glikin Bros #227040**

Brand Promotion	**DORAL** $1 Off 2 Packs #800004 (4 Carton Display)

Billable Cartons	1 ctns Doral KSF LT 1 ctns Doral 100 LT 1 ctns Doral 100 FF 1 ctns Doral Menthol 100 LT
Allocation (cs)	**1** cs Doral KSF LT (12M) **1** cs Doral 100 LT (12M) **1** cs Doral 100 FF (12M) **1** cs Doral Menthol 100 LT (12M)
$ Amount	**$604.16**
Delivery Date	January 5, 1998
Displays	**30**
Display Assembly Timing	Immediately
Displays shipped to retail	➢ Send displays automatically to accounts on attached list beginning week of **1/5/98** ➢ Complete distribution of displays to at least 80% of accounts on list by **1/26/98** ➢ Cross out any account that refuses promotion, sign, date, and return list to Lanny Wolfe for payment by **2/2/98**
Packing and shipping payment	28.00 per 12M case of Live product

☎ Voice Mail 800-757-8355 #**48795** to request payment.

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Source: https://www.industrydocuments.ucsf.edu/docs/njfy0000

WHOLESALER PACKING INSTRUCTIONS

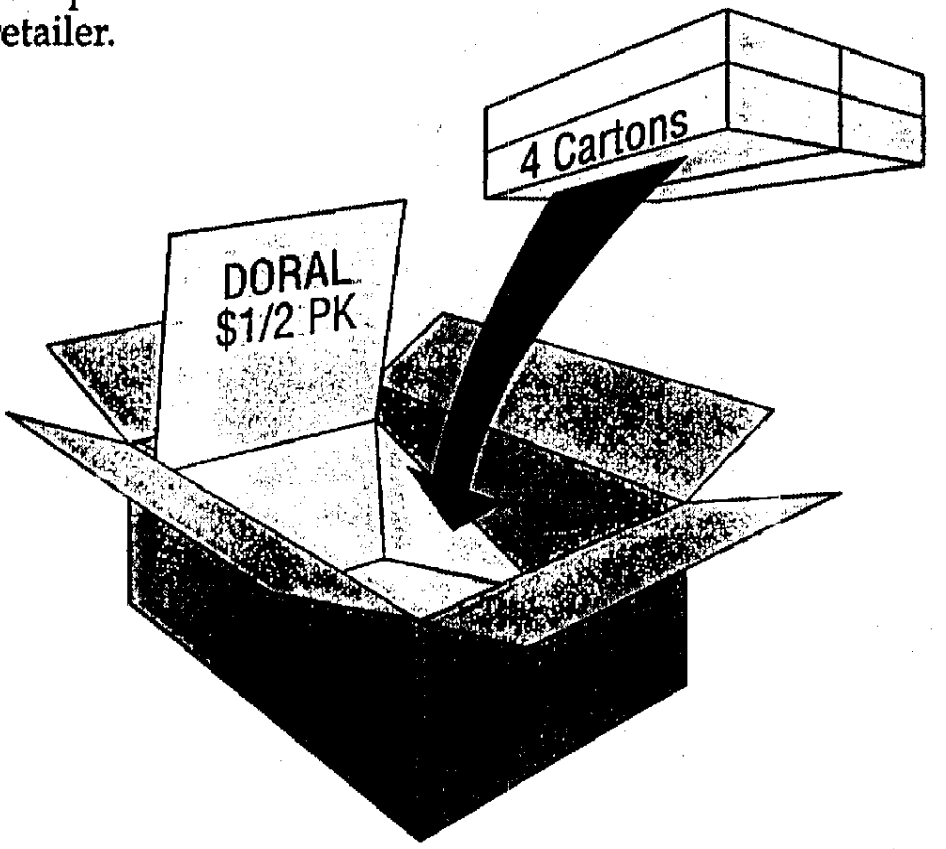
VALUE ADDED PROMOTIONS | 1ST QTR.'98

January DORAL $1.00/2 PK

($1.00 off 2 packs—Pack Outlets, CTS Pack)

STEPS

1. Open DORAL $1/2 PK shipping case.
2. Place 4 cartons of Doral promotional product into shipper/display case. **Promotional product is in white cartons and is pre-sleeved.**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 535481 - Pack Outlets
535625 - CTS Pack

Description: DORAL $1/2 PACKS Display / POS kit

Brand Style:						
Number of Cartons:						

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Source: https://www.industrydocuments.ucsf.edu/docs/njfy0000

WHOLESALER : 227040 GLIKIN BROTHERS <DIRECT>
TEMPLATE : 800004 80100 DOR JAN $1/2 NO
TEMPLATE SEQ : 0023
SALES LEVEL : 12XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
133002	133023	626303	ANDY K'S	1160 OCEAN AVE	SEA BRIGHT	NJ	07760	1		4241-0000		(908)741-840
122104	122620	274305	B&B CIGAR&GENERALST	119 NEWARK AVE	JERSEY CITY	NJ	07302	1				(201)432-042
133406		280696	BABES CORNER STORE	131 SUMNER AVE	SEASIDE HEIGHT	NJ	08751	1			955955	(732)793-927
122103	122628	276347	BOULEVARD EAST LIQ	6315 BOULEVARD E	WEST NEW YORK	NJ	07093	1				(201)295-102
133006		705892	CHOICE FOOD STORE	182 HIGHWAY 35	CLIFFWOOD BEAC	NJ	07735	1			966317	(908)583-699
122603	122623	674611	CLOSEOUT PARADISE	191 ELMORA AVE	ELIZABETH	NJ	07202	1				(908)355-562
122108		773497	CROWN WINE & SPIRIT	426 32ND ST	UNION CITY	NJ	07087	1				(201)863-444
122104		276525	D R ENTERPRISE NEWS	GROVE & NEWARK PA	JERSEY CITY	NJ	07302	1				(201)434-738
122104	122620	316317	ENZO'S	9 FRANK E ROGERS	HARRISON	NJ	07029	1				(973)485-613
122107		325638	GARDEN STATE NEWS/V	750 WASHINGTON AV	BELLEVILLE	NJ	07109	1				(201)450-070
122104	122620	276539	GARDEN STATE NEWS	360 CENTRAL AVE	JERSEY CITY	NJ	07307	1				(201)659-540
122107		672957	HOMETOWN MARKET	253 WASHINGTON AV	NUTLEY	NJ	07110	1				(201)667-281
122103	122628	692990	JIMENEZ GROCERY	401-411 JACKSON A	HOBOKEN	NJ	07030	1				(201)798-507
122104	122620	773690	KALIBAT PHARMACY	199 FERRY ST	NEWARK	NJ	07105	1				(793)589-638
122108		560687	LA BRISA CAFE	4900 HUDSON AVE	UNION CITY	NJ	07087	1				(201)866-417
122103	122628	707548	LA 37 GROC	420 37TH ST	UNION CITY	NJ	07087	1				(201)863-454
133405	133420	615923	LAKEWOOD SHELL	RT.9EAST&KENNEDYB	LAKEWOOD	NJ	08701	2		5101-0000	971903	(908)370-314
122104	122620	274362	LISS PHARMACY	794 MOUNT PROSPEC	NEWARK	NJ	07104	1				(793)483-474
122103	122628	438660	LORENZEN ENTERPRISE	3403 PARK AVE	UNION CITY	NJ	07087	1				(201)865-049
122109		275810	MAR'S LIQ & DELI	152 CHESTNUT	JERSEY CITY	NJ	07306	1				(201)714-972
133002	133021	468153	MUNCHIES	314 W SYLVANIA AV	NEPTUNE	NJ	07753	1				(908)776-558
122603	122623	544596	NICKY, INC.	437 N WOOD AVE	LINDEN	NJ	07036	1				(908)925-303
133006	133028	429321	NICKY'S SPORTS	1734 OAK TREE RD	EDISON	NJ	08820	1			967471	(908)548-001
122102		766046	NUTLEY WOROCO	248 FRANKLIN AVE	NUTLEY	NJ	07110	1				(201)661-081
122104	122620	773968	OASIS LIQUORS	521 FERRY ST	NEWARK	NJ	07105	1				(973)589-814
122103	122628	773909	PARK AVE. LIQ & DEL	5102 PARK AVE	WEST NEW YORK	NJ	07093	1				(201)863-130
122607		400752	SALAD BOWL	63 1/2 BELLEVILLE	BLOOMFIELD	NJ	07003	1				(201)743-602
122103		770665	SHOPRITE LIQUORS 77	494 ANDERSON AVE	CLIFFSIDE PARK	NJ	07010	1				(201)943-265
122603	122623	611986	SPEEDY MART	160 MOUNTAIN AVE	SPRINGFIELD	NJ	07081	2		5163-0000		(201)912-4401
122104		630817	SUPERMARKET LIQUORS	1079 BROAD ST	NEWARK	NJ	07102	1				(201)624-466
122103	122628	876710	TONY'S DELI	410 SECOND ST	HOBOKEN	NJ	07030	1				(201)659-476
133002	133023	283026	V.R. CORP. OF N.J.	492 JOLINE AVE	LONG BRANCH	NJ	07740	1				(201)229-975
122104	122620	273115	WALSHS LIQUORS	53 DAVIS AVE	KEARNY	NJ	07032	1				(201)991-355
133406	133420	280681	WHITEYS DELI	438 MANTOLOKING R	OSBORNSVILLE	NJ	08723	1			955856	(732)477-752
122103	122628	276848	WILLOW SUPERMARKET	841 WILLOW AVE	HOBOKEN	NJ	07030	1			227040	(201)798-896

PAGE BREAK TOTAL ACCOUNTS 35 TOTAL QUANTITY 37

TEMPLATE TOTAL ACCOUNTS 35 TOTAL QUANTITY 37

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TRANSMISSION VERIFICATION REPORT

TIME : 12/30/1997 13:36
NAME : RJ REYNOLDS
FAX : 7324179076
TEL : 7322253765

DATE,TIME	12/30 13:27
FAX NO./NAME	19738179325
DURATION	00:08:34
PAGE(S)	05
RESULT	OK
MODE	STANDARD ECM

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